

ORIGINAL



0000073350

To: The Arizona Corporation Commission  
Commissioners: Mike Gleason, Chairman  
William A. Mundell  
Jeff Hatch – Miller  
Gary Pierce

03  
Arizona Corporation Commission  
**DOCKETED**

MAY 24 2007

In the matter of: Docket No. S-20530A-07-0245

Estate Protection Consultants, L.L.C., an Arizona limited liability company, dba Estate Protection Consultants. 913 S. Picacho St., Coolidge, Arizona 85228

DOCKETED BY  
nr

Ramon Conrado Villa Vasquez, aka Ray C. Villa and Maria J. Villa (Jane Doe Villa), husband and wife. Maria J. Villa resides at 1821 E. Covina #129, Mesa, Arizona 85203 and Ray C. Villa resides at 4225 E. University Drive #149, Mesa, Arizona 85205, Respondents.

Filing of Answers to the Accusations and Charges brought in the above referenced Docket and matter

Estate Protection Consultants, L.L.C., and Arizona Limited Liability Company, dba Estate Protection Consultants, represented here for this matter by Ray C. Villa the statutory agent for the company and Ramon Conrado Villa Vasquez aka Ray C. Villa and Maria J. Villa the wife of Ray C. Villa do formally answer the charges brought against them in the subpoena served to Ray C. Villa at 4225 E. University Drive #149, Mesa Arizona 85205 on April 23<sup>rd</sup> of 2007. Below are the signatures of the respondents.

Page 2, II. Respondents:

2. Accepted
3. Accepted
4. Accepted
5. Maria Villa at no time knew or participated in the loans negotiated by Mr. Villa.
6. Accepted

RECEIVED  
2007 MAY 24 A 10:06  
AZ CORP COMMISSION  
DOCKET CONTROL

Page 2, III. Facts:

7. Accepted  
The EPC Promissory Notes
8. Accepted
9. Maria Villa never solicited anyone. Ray C. Villa thru EPC solicited any resident or citizen of the country inviting them to attend seminars to learn how to protect their assets from death-probate, Medicaid spend down, Medicaid Strategies, and other asset protection strategies. The word or term INVESTOR, was never published in the mailers or used in the seminars.
10. Again, the term INVESTMENT was never implied much less used in the "lead cards" or the seminar material etc. No one was ever asked to invest in EPC or any such implication.

11. Villa did travel to various locations in Arizona, offering estate planning services such as offering the preparation of trusts, last wills, powers of attorney, living wills. Villa also offered Fixed Annuities which are not investments or securities. Villa was very clear that investments and savings were very different and that he didn't work with investments or variable annuities which are securities. Villa worked primarily with seniors, or as you say elderly Arizona residents because those are the people that start to think about protecting what they have thru trusts, last wills, powers of attorney, beneficiary deeds, payable on death provision, etc. They also are more interested in protecting what they have and not having it at risk in the stock market.

12. In no instance did anyone of the respondents offer a profit from loaning money to EPC. Ray Villa offered an interest rate for a personal loan which he offered would also be guaranteed by his company, EPC should he die. Amy Earl asked ~~what~~ what I was going to use her loan for and I responded that I planned to open an office in Colorado. I have documentation of that attempt and its failure. I also told William Sharkozy that I had invested money in Mexico with a RIET and they had done well by me. He offered that I tell him about that and I said I would not place his or anyone's money in an investment in Mexico. If he loaned me the money I would pay him X interest rate and in that way he would not be risking it. It was a loan to me not an investment.

13. Respondents never sold investors promissory notes issued by EPC and guaranteed by Villa. Ray Villa asked for loans guaranteed by himself and his company.

14. Respondents never sold investors promissory notes. Villa asked for a loan at a fixed rate of interest with a personal guarantee.

15. Villa had no reason to disclose the bankruptcy because he was not selling investments in himself or his company. He was asking for a LOAN.

16. Same as above.

17. Villa never compared a loan to himself and CD investments. During the seminars and home visits not related to a discussion of the loan, Villa used a power point presentation that compares CD vs Equity Indexed Annuities. This is absolutely false.

18. The loans were unsecured obligations of Ray Villa with a guarantee by the company.... The rest is accepted.

19. Since Villa has never had a securities licence and never sold and investment, he doesn't even know what a prospectus is. Rest I accept.

20. Respondents never sold any EPC promissory notes or securities. Villa borrowed money.

21. Accepted

22. False. Lies.

23. Villa used at least some loan amounts from people to pay his own personal expenses.

24. Villa never talked or implied that these were notes. Villa took care to explain that he didn't want money that they might need for their budgetary expenses. He offered great interest rate of return on a LOAN.

The rest of your accusations and charges are all based on your assumption that these LOANS were securities or investments. I contend and plan to provide evidence and witnesses that will challenge your assumptions.

EPC, LLC was only used as a back up guarantee for these LOANS. Ray C. Villa was the only person involved in soliciting these loans and his wife Maria Villa never knew nor did she benefit from any of this money which was used primarily to pay expenses related to the operation of the business and for its expenses.

Ray C. Villa has not filed for bankruptcy nor has closed the company down because it is his intention to pay back every person for their loans.

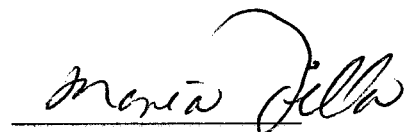
Ray C. Villa will provide you with information and documentation on how and when he is going to do this.



Estate Protection  
Consultants, L.L.C.



Ray C. Villa



Maria J. Villa

Receipt of Response by person at Corporation Commission:

Date Received: \_\_\_\_/\_\_\_\_/\_\_\_\_

Name and Signature of person receiving this request for hearing:

Signature: \_\_\_\_\_  
Print Name